

## Message Text

UNCLASSIFIED

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62

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W

----- 120303

R 131313Z MAY 75

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC 2500

INFO AMEMBASSY BRASILIA

UNCLAS RIO DE JANEIRO 1515

FOR COMMERCE OED/OPS

E. O. 11652: N/A

TAGS: BEXP, BR

SUBJ: PRODUCT OPPORTUNITY: SWITCH GEAR

REF.: STATE 102491

1. CONSULATE GENERAL OFFICERS MET WITH COL. BORGES FORTES EVANGELHO, PURCHASING DIRECTOR, AND HERMANO COHEN, CHIEF CONTRACTS DEPARTMENT, OF FURNAS TO DISCUSS INTERNATIONAL SWITCH GEAR TENDERS INVOLVING ALLIS CHALMERS. CONSULATE GENERAL PRESENTATION EMPHASIZED ALLIS CHALMERS WILLINGNESS TO MEET FURNAS NEEDS BY REPROGRAMMING VACATION AND INVENTORY PLANT SCHEDULES.

2. ACCORDING TO COL. BORGES, BIDS ARE STILL BEING EVALUATED AND NO DECISION HAS BEEN REACHED ON TENDERS IN QUESTION. THESE TENDERS INVOLVE PARALLEL FINANCING AND A NUMBER OF COUNTRIES, INCLUDING WEST GERMANY, SWITZERLAND AND CANADA, IN ADDITION TO JAPAN UK AND US, HAVE SUBMITTED BIDS. FURNAS OFFICIALS

STATED THAT IN DEFERENCE TO ALLIS CHALMERS' NEED FOR LEAD TIME TO RESCHEDULE PLANT ACTIVITIES THEY WILL ATTEMPT REACH FINAL DECISION ON TENDERS BY MID-JUNE. CONSULATE GENERAL WILL ATTEMPT TO COORDINATE WITH ALLIS CHALMERS REPRESENTATIVE IN BRAZIL TO OBTAIN BID RESULTS AT THAT TIME.

3. COMMENT: MANNER IN WHICH FURNAS OFFICIALS RESPONDED TO  
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CONSULATE GENERAL PRESENTATION LEFT US WITH IMPRESSION

THAT DECISION ON TENDERS IS NOT - REPEAT NOT A FOREGONE  
CONCLUSION. CONSULATE GENERAL SUGGESTIONS THAT PROMPT  
ORDER BE PLACED WITH ALLIS CHALMERS AS REQUESTED REFTEL WOULD  
NOT HAVE BEEN WELL RECEIVED.  
DEXTER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY: SWITCH GEAR  
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